

Account Executive – MENAT Job In Dubai UAE | ByteDance

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Company: ByteDance

Location: Dubai

Category: sales-and-related

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Description:

Founded in 2012, ByteDance's mission is to inspire creativity and enrich life. With a suite of more than a dozen products, including TikTok, Helo, and Resso, as well as platforms specific to the China market, including Toutiao, Douyin, and Xigua, ByteDance has made it easier and more fun for people to connect with, consume, and create content.

Requirements:

Have strong relationships in the MENAT region across Enterprise and SMB companies in eCommerce, Media & Entertainment and Gaming etc.

Comfortable working in a high-pressure environment to deliver results

Demonstrable experience of building and managing executive level relationships both internally and externally

Extensive sales experience and a track record of personally selling and closing complex solutions to enterprises and software companies

You'll have experience selling to both a business and technical audience

Strong commercial acumen and creative deal structuring

Superb negotiation skills and experience in managing sales cycles

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